**Application No. 09/905,255**                    **Atty Docket:  BLFR 1007-1**

## In the Claims:

Claims 1-55 are pending in this application, and the status of each is listed below.

1.    (Currently amended)   A computer-implemented method of ~~merchandise planning support~~ simulating unit inventory and unit sales on a bottom-up per location basis for a plurality of items at a plurality of locations, ~~utilizing~~ including:

~~current inventory of the items at the locations,~~

~~projected deliveries of the items to the locations, and~~

~~projected demand for the items at the locations; and~~

computer-based modeling at a per-item, per-location level and simulating on a daily or more frequent basis of how inventory levels (including stock-outs), simulated deliveries (including lead times for particular locations) and projected demand (taking into account timing of planned promotions) interact for particular items at the particular locations; and

applying planned item ~~transaction~~ pricing to derive simulated ~~projected~~ dollar inventory and simulated ~~projected~~ dollar sales of the items at the locations.

2.    (Currently amended)  The method of claim 1, further including rolling up at least one of the ~~projected~~ simulated unit inventory, unit sales, dollar inventory or dollar sales from the items to one or more aggregate levels.

3.    (Currently amended)  The method of claim 1, further including projecting gross margins on sales of the items across the locations, utilizing

the ~~projected~~ simulated dollar sales of the items at the locations,

actual costs for the items sold from the current inventory, and

projected costs for the items sold from the ~~projected~~ simulated deliveries.

4.    (Currently amended)  The method of claim 3, further including rolling up at least one of the ~~projected~~ simulated unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on sales from the items to one or more aggregate levels.

**Page 2 of 10**

**Application No. 09/905,255**                    **Atty Docket: BLFR 1007-1**

5.    (Previously presented)  The method of claim 1, wherein at least some of the ~~projected~~ simulated deliveries are notional deliveries of the items to meet the projected demand for the items, unconstrained by inventory budgets;

wherein the notional deliveries result from ~~projected~~ simulated orders that have not yet been submitted to suppliers when simulating unit inventory and unit sales.

6.    (Previously presented)  The method of claim 3, wherein at least some of the ~~projected~~ simulated deliveries are notional deliveries of the items to meet the projected demand for the items, unconstrained by inventory budgets;

wherein the notional deliveries result from ~~projected~~ simulated orders that have not yet been submitted to suppliers when simulating unit inventory and unit sales.

7.    (Original)  The method of claim 5, wherein the notional deliveries only start after specified order coverage cycles for the items.

8.    (Original)  The method of claim 6, wherein the notional deliveries only start after specified order coverage cycles for the items.

9.    (Original)  The method of claim 5, wherein the notional deliveries are calculated to balance stocking costs against lost sales.

10.    (Original)  The method of claim 6, wherein the notional deliveries are calculated to balance stocking costs against lost sales.

11.    (Original)  The method of claim 5, wherein the notional deliveries are calculated to deliver predetermined in-stock percentages for the items at the locations.

12.    (Original)  The method of claim 6, wherein the notional deliveries are calculated to deliver predetermined in-stock percentages for the items at the locations.

**Page 3 of 10**

**Application No. 09/905,255**                    **Atty Docket: BLFR 1007-1**

13.    (Previously presented)  The method of claim 1, wherein the simulating of the unit sales is carried out for weekly periods.

14.    (Currently amended)  The method of claim 13, further including adjusting the ~~projected~~ simulated weekly unit sales for causal events happening during the weekly period.

15.    (Currently amended)  The method of claim 13, further including adjusting the ~~projected~~ simulated weekly unit sales for one or more promotions happening during at least part of one or more of the weekly periods.

16.    (Currently amended)  The method of claim 1, wherein the simulating of the unit sales is carried out for shorter than daily ~~or more frequent~~ periods.

17.    (Cancelled)

18.    (Currently amended)  The method of ~~claim 16~~ claim 1, wherein the simulating of unit sales takes into account in dates and out dates for the items.

19.    (Original)  The method of claim 18, wherein the out date is a desired date for selling out one or more of the items.

20.    (Original)  The method of claim 18, wherein the out date is a date by which one or more of the items will be sold out or cleared out.

21.    (Original)  The method of claim 18, wherein a plurality of the in dates and out dates for a particular item are associated with a plurality of the locations.

22.    (Previously presented)  The method of claim 16, wherein the simulating of unit sales takes into account last purchase order receipt dates associated with the items.

**Page 4 of 10**

23.    (Original)  The method of claim 22, wherein a plurality of the last purchase order receipt dates for a particular item are associated with a plurality of the locations.

24.    (Previously presented)  The method of claim 16, wherein the simulating of unit sales takes into account causal events affecting demand for the items.

25.    (Original)  The method of claim 24, wherein at least one of the causal events is a promotion.

26.    (Original)  The method of claim 24, wherein at least one of the causal events is a markdown.

27.    (Original)  The method of claim 24, wherein at least one of the causal events is an item presentation.

28.    (Currently amended)  A computer-implemented method of prorating sales or revenue budgets among items, including:

setting sales or revenue budgets for groups of items;

~~projecting sales of the items;~~

~~setting notional deliveries, in addition to projected deliveries for~~ ~~outstanding orders, to meet the projected sales;~~

<u>computer-based modeling at a per-item, per-location level and simulating on a daily or more frequent basis of how inventory levels (including stock-outs), simulated deliveries (including lead times for particular locations and notional deliveries resulting from future orders) and projected demand (taking into account timing of planned promotions) interact for particular items at the particular locations;</u>

prorating the sales or revenue budgets for the groups of items; and

reporting the prorated sales or revenue budgets and the projected sales for the items, rolled up, if necessary, to a level of detail equivalent to the prorated sales or revenue budgets.

**Page 5 of 10**

29.    (Original)  The method of claim 28, further including:

 calculating reduced notional deliveries consistent with prorated inventory budgets; and

 calculating lost sales resulting from the reduced notional deliveries.


30.    (Original)  The method of claim 28, wherein the notional deliveries are constrained by lead time for ordering and obtaining delivery of the items.


31.    (Currently amended)  The method of claim 29, wherein the <u>reduced</u> notional deliveries are constrained by lead time for ordering and obtaining delivery of the items.


32-37. (Cancelled)


38.    (Original)  The method of claim 28, wherein the notional deliveries are based in part on optimal stocking levels.


39.    (Original)  The method of claim 29, wherein the notional deliveries are based in part on optimal stocking levels.


40.    (Previously presented)  The method of claim 28, wherein the notional deliveries are based in part on predetermined in stock levels.


41.    (Previously presented)  The method of claim 29, wherein the notional deliveries are based in part on predetermined in stock levels.


42.    (Original)  The method of claim 28, wherein the notional deliveries are consistent with presentation quantities for the items at respective selling locations associated with the items.


43.    (Currently amended)  The method of claim 29, wherein the <u>reduced</u> notional deliveries are consistent with presentation quantities for the items at respective selling locations associated with the items.

44.    (Original)  The method of claim 28, wherein the notional deliveries are set with reference to a causal calendar of events.

45.    (Currently amended)  The method of claim 29, wherein the <u>reduced</u> notional deliveries are set with reference to a causal calendar of events.

46.    (Original)  The method of claim 28, wherein the notional deliveries take into account planned promotions.

47.    (Currently amended)  The method of claim 29, wherein the <u>reduced</u> notional deliveries take into account planned promotions.

48.    (Original)  The method of claim 28, wherein the notional deliveries are consistent minimum order quantities for the items.

49.    (Currently amended)  The method of claim 29, wherein the <u>reduced</u> notional deliveries are consistent with minimum order quantities for the items.

50.    (Original)  The method of claim 28, wherein the prorating is based on the projected sales of the items.

51.    (Original)  The method of claim 29, wherein the prorating is based on the projected sales of the items.

52.    (Original)  The method of claim 28, wherein the projected sales of the items include recapture of projected lost sales due to stockouts of the item.

53.    (Original)  The method of claim 29, wherein the projected sales of the items include recapture of projected lost sales due to stockouts of the item.

**Application No. 09/905,255**                    **Atty Docket:  BLFR 1007-1**

54.    (Original)  The method of claim 28, wherein the projected sales of the items are corrected for projected stockouts at respective selling locations associated with the items.

55.    (Original)  The method of claim 29, wherein the projected sales of the items are corrected for projected stockouts at respective selling locations associated with the items.